



3713 Linden St  
Bethlehem, PA 18020

January 11, 2022

Marlene H. Dortch  
Secretary  
Federal Communications Commission  
45 12th Street SW  
Washington, DC 20554

**Re: Docket No. 21-232 & No. 21-233, *Protecting Against National Security Threats to the Communications Supply Chain through the Competitive Bidding Program.***

Dear Ms. Dortch,

IPVM submits this additional comment to inform the Commission of:

- Hikvision and Dahua's efforts to increase US sales by leveraging arguments made before the Commission in order to persuade American businesses that they will not, ultimately, be banned from obtaining equipment authorizations;
- A massive promotional campaign of Hikvision by ADI Global ("ADI"), a major American surveillance distributor;
- A suggested compromise regarding the revocation of equipment authorizations.

Reports related to these issues have already been published on IPVM as part of our ongoing research into current events and the surveillance industry.

## **I. Hikvision, Dahua Use FCC Docket to Enable Further US Sales**

Hikvision and Dahua have recently argued that they do not belong on the FCC's covered list. Shortly after filing, both companies leveraged these arguments in widely-distributed marketing materials to encourage US companies to continue to buy and sell their products. This raises questions about whether the companies are engaging with the Commission in good faith.

On November 29, 2021, Hikvision mass-emailed partners and customers regarding its November 17, 2021 filing, saying it "details the company's position on why it does not belong on the FCC's 'covered list.'" (Figure 1) They "encourage[d]" recipients to review the filing, linking to the FCC's ECFS.

Dahua crafted a similar mass email in December referencing a meeting with FCC officials at which "Dahua reiterated that Congress precisely defined the equipment and

Figure 1 - Hikvision Mass Email Regarding Covered List

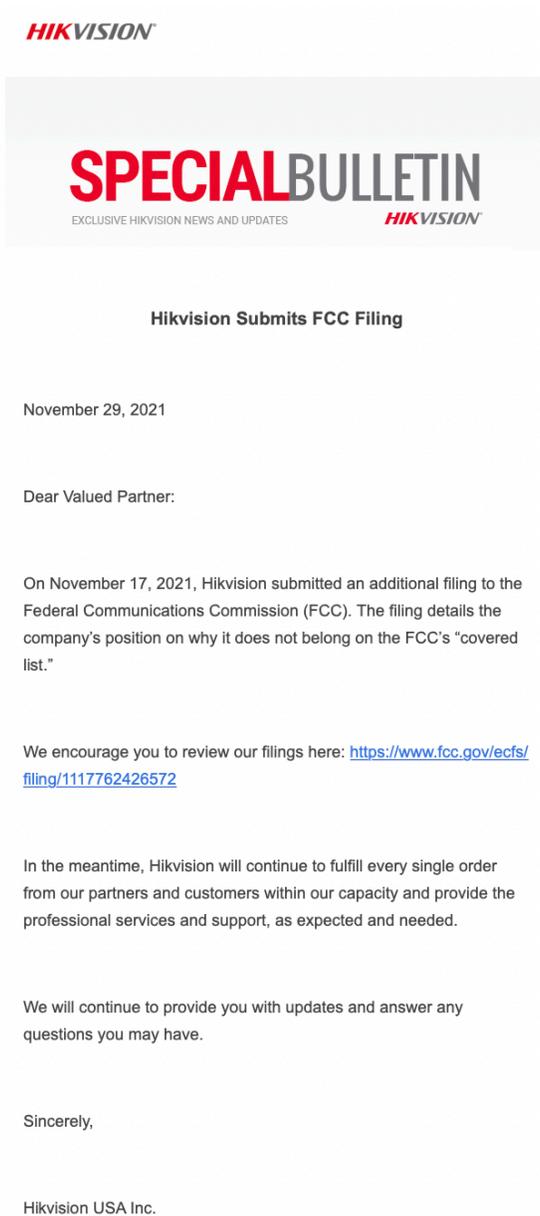
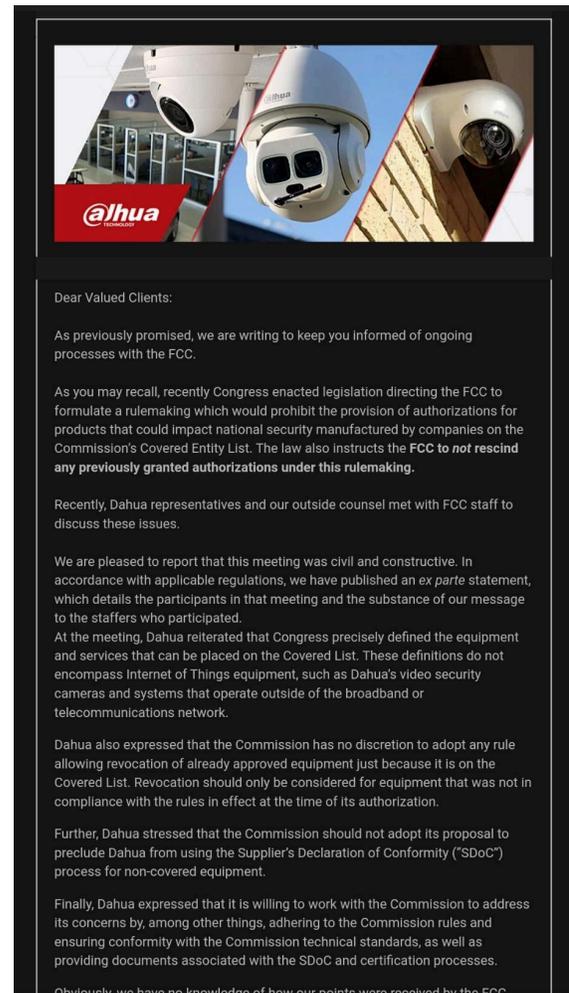


Figure 2 - Dahua Mass Email Regarding Covered List



services that can be placed on the Covered List. These definitions do not encompass Internet of Things equipment, such as Dahua's video security cameras and systems..." (Figure 2)

The argument that Hikvision and Dahua do not belong on the covered list seems to be a moot point, since the FCC is proceeding on companies that Congress selected in 2018 NDAA Section 889. The Commission is best-equipped to consider the legal

grounds here; we are researchers, not attorneys. However, the Commission should consider how disingenuous arguments before the FCC may be used to deceive American businesses.

Hikvision and Dahua have a years-long history of making false or misleading marketing claims in the US market, of which there are many examples. Given this history, the fact that Hikvision and Dahua's recent FCC filings were immediately leveraged in marketing materials raises questions about whether it was truly their intention to present a legitimate legal argument regarding the Covered List. They clearly intend to sell as much product in the US as possible before the final vote. The Commission should issue a statement on Dahua and Hikvision's allegations as soon as possible to eliminate confusion among Americans buying or selling surveillance.

## **II. America's Largest Surveillance Distributor Ramps up Hikvision Promotion**

In recent months, ADI Global ("ADI"), a multi-billion USD NY-based company has aggressively promoted Hikvision across the US, and marketed a new line of relabeled Dahua cameras. As America's largest surveillance distributor, ADI has enormous influence over which products go on to secure US facilities, homes, and businesses.

Throughout October, November, and December, 2021, ADI held events for Hikvision across the United States, including at now fewer than 22 branches and expos. Hikvision staff set up booths, product demos, and offered free food for attendees.<sup>1</sup> These events were heavily promoted on LinkedIn by Hikvision staff; screenshots are provided in the addendum to this comment. In telecommunications terms, ADI's arrangement with Hikvision is comparable to Verizon or AT&T setting up booths for Huawei staff in stores nationwide in October, November, and December, 2021.

In 2021, ADI introduced Capture, "an exclusive brand from ADI" that would be available at "more than 100 branches."<sup>2</sup> These cameras are simply Dahua devices that have been relabeled. In our previous comments, as well as in a series of widely-read public reports, we have explained how the practice of relabeling cameras deceives buyers and regularly results in illegal sales of Hikvision and Dahua products to the US military and Federal agencies.

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<sup>1</sup> <https://ipvm.com/reports/hikvision-adi-usa?code=wskdgsd>

<sup>2</sup> <https://ipvm.com/reports/adi-dahua-vuln>

ADI epitomizes the problem of the US surveillance industry's failure to reckon with the real national security risks at stake here, and reinforces the need for FCC action. The US Congress, various Federal agencies under both Republican and Democrat administrations, and of course the FCC, have warned of these risks. Large companies like ADI are well-aware of the US government's position; still, they continue to eagerly promote Hikvision and Dahua, putting Americans at even greater unnecessary risk.

### **III. Suggestion for Revoking Authorizations**

Any effort to revoke existing equipment authorizations ought strike a balance between national security interests, and the challenges such action will create for US businesses and end-users. Here we suggest a rationale for revoking only authorizations filed after March 12, 2021, which offers a compromise approach that fairly balances these competing interests.

Purely on a national security or cybersecurity basis, the case for revoking past authorizations is strong. Hikvision and Dahua products currently in use pose as much of a risk as future products; if anything, the risk is greater, since these products were sold at a time when the manufacturers faced less scrutiny. If the Commission believes future Hikvision and Dahua equipment authorizations pose a risk, it is only consistent to hold the same position regarding past authorizations.

As a practical matter, revoking all past authorizations may be unwise or even infeasible. Millions of Hikvision and Dahua devices are installed in the United States, and such action would require a massive national rip and replace effort. It also may be unfair to end-users, for whom surveillance systems represent a large investment intended for several years of use.

The Commission can best-serve national security interests by seeking a middle-ground between these competing interests. Our suggestion is to revoke authorizations granted for applications filed after the FCC first publicly identified the Covered Entities as posing "a threat to national security."

It is our understanding that Hikvision and Dahua have filed a high number of equipment authorization applications since March 2021. If these authorizations are allowed to remain, the Commission should take note that this will delay the NPRM's goal of removing such equipment from American networks by several years. By revoking these authorizations, the FCC will reduce the time to eliminating these products from use considerably.

We believe this will have a minimal impact on American end-users, since most of these products have not yet been widely sold or installed. Moreover, it is a fair position; after the FCC made its March 12th announcement, America was on notice that these products pose a risk and might not be permitted under the equipment authorization program going forward.

Hikvision and Dahua have argued that authorizations should only be revoked when equipment did not comply with FCC rules at the time the application was made. Our understanding is that 47 C.F.R. 2.939(a)(1)-(4) also allows the Commission to revoke authorizations "Because of conditions coming to the attention of the Commission which would warrant it in refusing to grant an original application." We believe that such conditions exist.

Still, there is also a general sense in which Hikvision and Dahua's applications after March 12, 2021 did not comply with the mission of the FCC. The FCC deemed these products a national security risk, and the FCC has a national security mandate. It seems reasonable to revoke these authorizations for not being in compliance with the FCC's overarching mission and mandate, even if the applications were properly prepared under the explicit rules of the equipment authorization program at the time of filing.

Sincerely,

John Honovich  
President, IPVM  
john@ipvm.com

Conor Healy  
Government Director, IPVM  
chealy@ipvm.com

# Addendum: Hikvision and ADI Promotional Campaign

Orange, CA - October, 2021

 **John Xiao** • 2nd  
VP GM | IoT Technology & Service | Industrial | 2 Fortune 100 | Sales | Marketi...  
10m • 

ADI Orange Ca Branch is doing great business with Hikvision. Customer is delighted with Stephen and Richard!#hikvision



Melbourne, FL - October 2021



David Doyle • 2nd

Sales Engineer at Hikvision USA, west coast FL

1d • 🌐

Running through my good friend Duane Djie's old territory [#Hikingitup](#). Come see me at ADI Melbourne until 3PM today. Experience Hikvision technology in 24/7 full color with human/vehicle detection, access control, HikCentral, and IP intercom. let's throw in 2nd gen solar camera as well. Jacksonville tomorrow and Orlando on Thursday. [#hikvision](#) [#cctv](#) [#accesscontrol](#) [#intercom](#) [#adi](#)



👍❤️ 23 • 3 comments

Miami, FL - October 2021

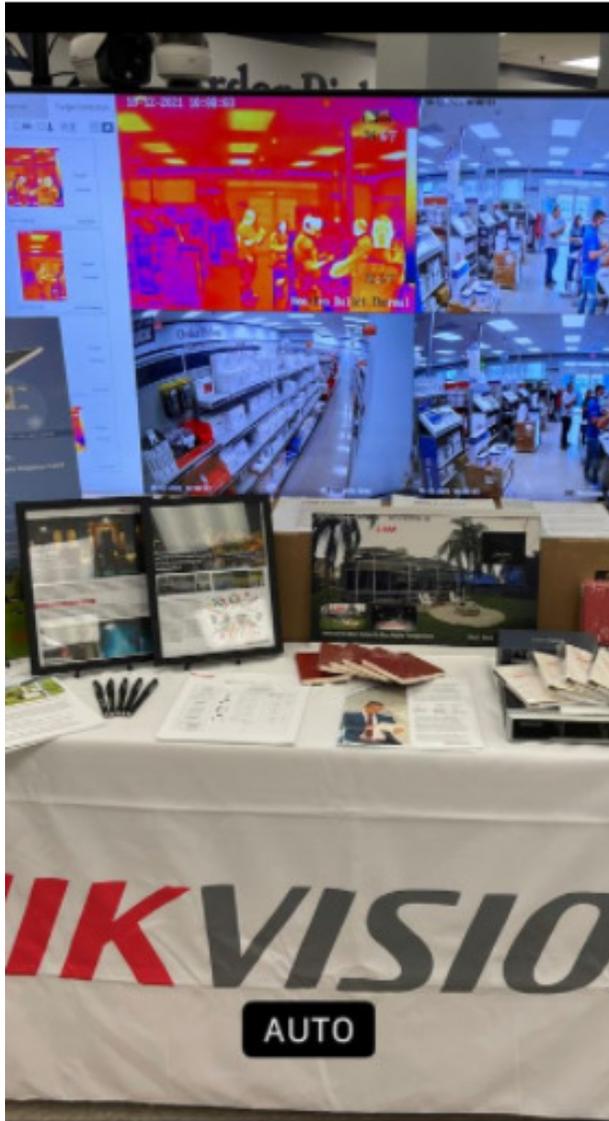


**Bill Gise** • 2nd

Senior Sales Representative at Hikvision USA

1w • 🌐

Come out and see us here today at ADI Miami, and see for yourself why Hikvision is the leader in the Video Surveillance industry. With New products like "Color Vu" Gen2, and our awesome 4MP Solar Camera Kit Featuring "Color Vu", you cannot go wrong. See me for all the details.



👍 30 • 10 comments



**Hikvision Marketing** • 3rd+

Marketing at Hikvision USA

6d • 🌐



Visit our team today at ADI Miami! ColorVu G2 and our Solar-Powered Security System are being featured.

Address: 8491 NW 17th St #105, Doral, FL 33126



**Bill Gise** • 2nd

Senior Sales Representative at Hikvision USA

1w • 🌐

Come out and see us here today at ADI Miami, and see for yourself why Hikvision is the leader in the Video Surveillance industry. With New products like "Color Vu" Gen2, and our awesome 4MP Solar Camera Kit Featuring "Color Vu", you cannot go wrong. See me for all the details.



Spokane, WA - October, 2021



Jackie A. • 2nd  
Security Sales Rep  
4d • 🌐



Shout out to the ADI Spokane team! They were offering dealers some STELLAR customer service as they made purchases of Hikvision's new ColorVu Gen2 + AcuSense and Body Worn cameras!

It was a pleasure hanging with you Spokane!

Want to catch the next demo or training? Stay tuned!

#hikvisioncctv #hikvision #hikvisionusa #adisokane #adi #counterday #cctv #technology #customerservice #sales



Tampa, FL - October, 2021



David Doyle • 2nd

Sales Engineer at Hikvision USA, west coast FL

3w • 🌐



If you build it they will come!! The Hikvision display is built and the camera analytics are fine tuned during pre-event setup. Come join myself and Team Hikvision tomorrow at ADI Expo Tampa. We will be showcasing the game changing technology from Hikvision.  
[#hikvision](#) [#hikvisioncctv](#) [#adi](#)



👍 25 • 1 comment

Reactions



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Las Vegas, NV - October 2021



**Connor Coates** • 2nd  
Sales Engineer at Hikvision USA | NV, UT, ID |  
6d • 🌐

+ Follow ...

We are out here at ADI Las Vegas showing our new ColorVu G2 turret camera, alongside our bi-spectrum Thermal cameras, our Video Intercom system and PCI line of cameras. come swing by, and let us answer your questions! 10am-2pm PST.

#hikvision #SeeFar #GoFurther #surveillance #cctv #accesscontrol



👍❤️ 16

Albuquerque, NM - October, 2021



**Ian Brown** • 2nd  
SA at Hikvision USA  
1w • 🌐



anyone in Albuquerque come by ADI for some lunch and check out the swag for the Hikvision counter day



Atlanta, GA - October, 2021



**Tony Yang** • 1st  
Vice President at Hikvision  
1h • 🌐



Check out our latest Solar-powered camera solution at ADI Expo Atlanta!  
[#wearehereforyou](#) [#solar](#) [#hikvision](#) [#hikvisioncctv](#)





**Christopher Collins** • 2nd  
Sales Engineer at Hikvision USA  
2h • 🌐



We had an amazing time at the ADI Expo in Atlanta, Ga yesterday. Showing off the amazing technology of Hikvision. #hikvision #adi



👍 🌐 7

Houston, TX



Joshua Roebuck • 2nd

Hikvision Sales Representative for Greater Houston

1h • 🌐

Houston Hikvision Customers,

Peter G. and I will be at the ADI Pinemont location tomorrow till 11am showing off the new Accusense 2.0 and ColorVu Generation 2 cameras .

Look forward to catching up with you and introducing the ADI Pinemont branch manager Craig Godwin to you if you're a visitor.

#cctv #cctvcamera #hikvision



**YOU'RE INVITED!**

Join Hikvision for a special Counter Day and training event for Houston area Hikvision customers at ADI. Come get an exclusive firsthand look at the next evolution in security technology. Hikvision is providing FREE live product demonstrations during the event - email us today!

**HIKVISION COUNTER DAY & TRAINING EVENT**

**Venue:** ADI Houston

7425 Pinemont Dr., Unit #100, Houston, TX 77040

**Dates:** Tuesday, October 26, 2021

**Times:** 8 a.m. - 11 a.m.

**Parking:** Free

**COME AND LEARN**

Bring your crew and enjoy a complimentary breakfast while interacting with the latest Hikvision technology for enhanced security, AI technology, crime deterrence, and more. Technical training will be available, so please call or email to let us know how we can help.

**SEATS ARE LIMITED!  
PLEASE CALL OR EMAIL US AND  
RESERVE YOUR SEATS TODAY.**

**ON SITE CONTACT:**

Joshua Roebuck (405) 317-1766

Joshua.Roebuck@hikvision.com

Sales Representative

[www.hikvision.com](http://www.hikvision.com)

FOCUSED ON YOUR SUCCESS

**HIKVISION**

# Pinemount, FL - October, 2021

Who viewed your profile **799**  
Views of your video **247**

**Go to Sales Navigator**

**Amanda Jackson** • 2nd  
Assistant Branch Manager, ADI  
Global Distribution  
11 shared connections  
Jack Cabasso, Russ VanDevanter, Joe Pit...

**Connect**

Page notifications **6**

**IPVM Online Shows**  
Page notifications **27**

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- # hikvisionisheretostay
- # dahuatechcommitted
- # consult2021
- SecurityInfoWatch.com

**Tony Yang** • 1st  
Vice President at Hikvision  
5h •

**Joshua Roebuck** • 2nd  
Hikvision Sales Representative for Greater Houston  
5h • Edited •

Houston Area Hikvision Customers,  
**Peter G.** and I are gonna hang out here till about 12pm today at ADI Pinemont.  
Thanks for the space **Craig Godwin** . Thanks for taking the picture **Amanda Jackson** 🙏  
Breakfast just got here . See you soon!  
[#houston](#) [#hikvisioncctv](#) [#hikvision](#)



Santa Clara, CA - October, 2021



**Fabricio Morales** • 2nd

Regional Sales Manager @ Hikvision USA - NorCal, Central Valley and H...

4h • Edited • 🌐

+ Follow ...

William Becker holding it down at Santa Clara ADI so please come join us and see what Hikvision USA has to offer!!!

John Xiao Tony Yang Stephen Litton II Alice Chen, MBA Eric Chen

#Hikvision  
#HikingItUp  
#HikStrong  
#Cctv  
#securitytechnology  
#CounterDay



👍 7 • 2 comments

Owings Mill, MD

Eric Chen likes this



**Dana Barnette** • 2nd  
Senior Sales Representative at Hikvision USA  
1w • 🌐

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Stop by ADI Owings Mills branch today live demos till 2pm



Wilsonville, OR - October 2021



**Paul Northrop** • 2nd  
Sales Engineer - Hikvision USA  
5h • 🌐

Stop by ADI, Wilsonville, OR this morning, Wednesday October 27th and check out Hikvision's newest Technologies. New PCI cameras with AcuSense Gen2, New IP Speaker, Gen2 ColorVu with 27/7 full color imaging. You might also ...see more



San Francisco, CA - October 2021



**Fabricio Morales** • 2nd

Regional Sales Manager @ Hikvision USA - NorCal, Central ...

5h • Edited • 🌐

+ Follow



Showing some **Hikvision USA** love to the ADI South San Francisco branch! Thanks for being an amazing distribution partner and taking care of our customers SSF ADI team!

[William Becker](#) [Stephen Litton II](#) [Tony Yang](#) [Eric Chen](#) [John Xiao](#)

[#Hikvision](#)  
[#HikingItUp](#)  
[#HikStrong](#)  
[#Cctv](#)  
[#securitytechnology](#)  
[#CounterDay](#)  
[#SanJose](#)



CA - November 2021



**Fabricio Morales** • 2nd

Regional Sales Manager @ Hikvision USA - NorCal, Central Valley a...

38m • Edited • 🌐

[+ Follow](#)

NorCal team HAMMING it up with the BM of Hayward ADI, PHIL !!! Amazing distribution team providing excellent support to our partners in the east Bay Area !!

THANK YOU!!!

[William Becker](#) [Stephen Litton II](#) [Tony Yang](#) [Eric Chen](#) [John Xiao](#)

[#Hikvision](#)

[#HikingItUp](#)

[#HikStrong](#)

[#Cctv](#)

[#securitytechnology](#)

[#CounterDay](#)

[#Eastbay](#)



November 2021



**Ronnie Robison** • 2nd  
Sales Engineer Hikvision (NTX-OK-AR-NLA)  
1d • 🌐



Hikvision USA will be part of the ADI EXPO on Thursday the 4th of November. Join [Aaron Black](#), [David Denton](#), and myself at the event. We are looking forward to showing you our analytics on [#colorvu](#) and [#acusense](#) cameras.



NETWORK • LEARN • SAVE  
**EXPO**



👍 7

Houston, TX - November 2021



**Joshua Roebuck** • 2nd  
Hikvision Sales Representative for Greater Houston  
2h • 🌐



Houston Area ,

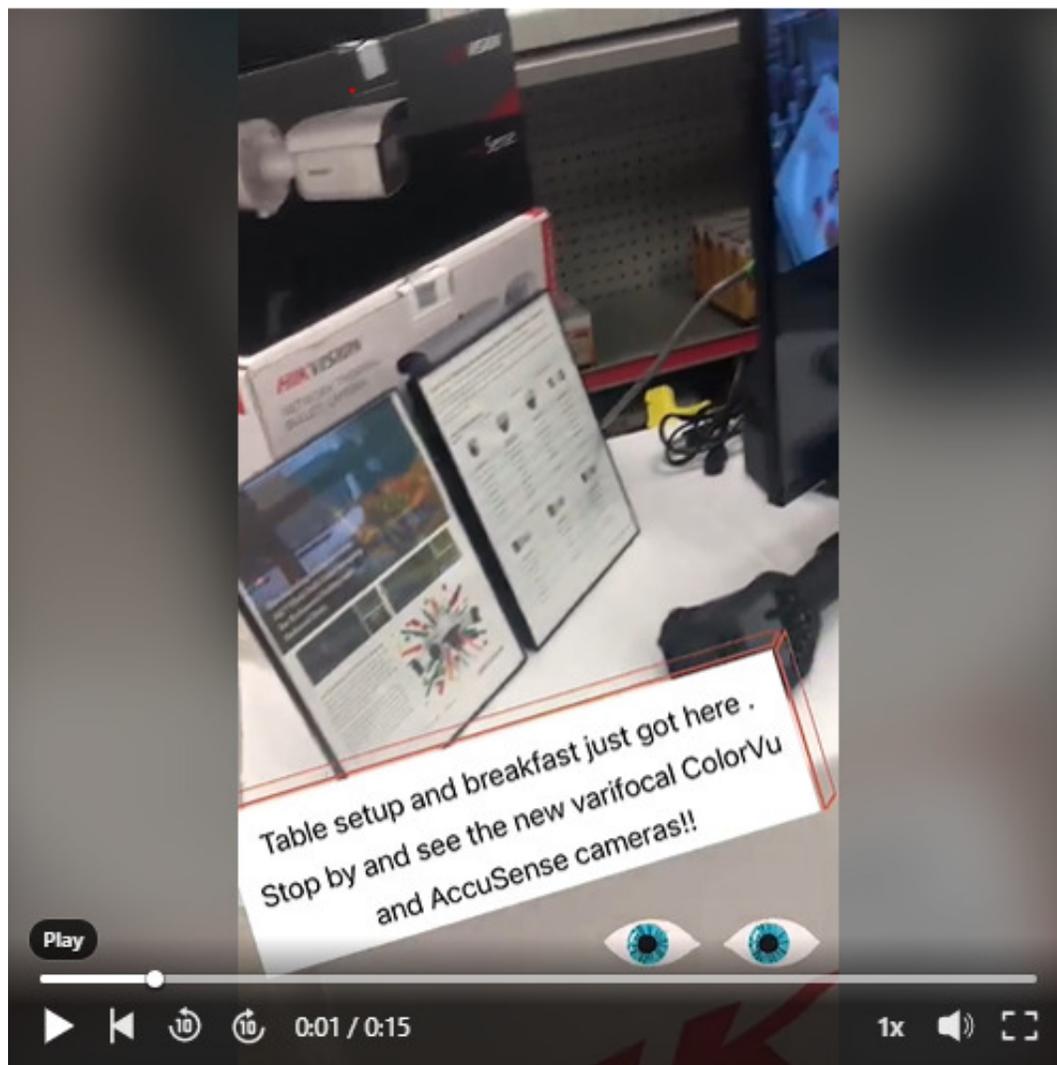
Setup here at ADI Global Distribution - North Houston .

335 Pennbriant Dr #110, Houston, TX 77090

Stop in and see the new Varifocal ColorVu and AccuSense cameras today.

Branch Manager [Roger Tessier](#) would be glad to meet you if you're a new customer 👍

[#houston](#) [#hikvision](#) [#cctv](#)



Salt Lake City, UT - November 2021



**Tony Yang** • 1st  
Vice President at Hikvision  
41m • 🌐



**Connor Coates** • 2nd  
Sales Engineer at Hikvision USA | NV, UT, ID |  
1h • 🌐

[+ Follow](#)

we are here at [ADI Global Distribution](#) in Salt Lake City, Utah! talking about our new G2 ColorVu cameras with Acusense built in, as well as our HeatPro thermal cameras! come swing by and [Alex Baird](#) or myself will be happy to answer any questions!

[#Hikvision](#) [#SeeFar](#) [#GoFurther](#)

[Tony Yang](#) [Stephen Litton II](#) [Sam Belbina](#) [John Xiao](#) [Aaron Gull](#)

[#distribution](#)

[#cctv](#)

[#accesscontrol](#)



Teterboro, NY - November 2021



**Joshua Cochran** • 2nd  
Sales Representative at Hikvision USA  
8h • 🌐



Welcome to Hikvision's Counter Day at ADI Teterboro.



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Boise, ID - November 2021



**Connor Coates** • 2nd  
Sales Engineer at Hikvision USA | NV, UT, ID |  
20h • 🌐

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We are out here at [ADI Global Distribution](#) in Boise Idaho! come see me and [Alex Baird](#) so we can show you our ColorVu G2 cameras, as well as provide information on our 4G Solar powered camera. 10am-2pm today. hope to see you here!

[#adiglobal](#) [#Hikvision](#) [#SeeFar](#) [#GoFurther](#) [#cctv](#)

[Nathan H. Tony Yang](#) [Stephen Litton II](#) [John Xiao](#) [Aaron Gull](#)



[👍](#) 10

Spokane, WA - December 2021



**Graham Laing** • 2nd  
Regional Sales Engineer  
28m • 🌐

+ Follow ...

The Hikvision team is touring Washington showing off our all-in-one Solar Kit with generation 2 ColorVu camera and integrated 4G cellular connectivity! If you missed us at ADI Spokane don't worry we'll be at a branch near you soon!

#hikvision #cctv #solarsolutions #cellularconnectivity



Islip, NY - December 2021



**Jonathan Bosinius** • 2nd  
Sales Engineer Hikvision USA Long Island  
2d • 🌐



ADI Islip Hikvision Counter Day. Come see the latest and greatest Hikvision has to offer. Hik Central, Accusense, and ColorVu

[#hikvision](#) [#hikvisioncctv](#) [#colorvu](#)



👍 3

Charlotte, NC - December 2021



**Christopher Collins** • 2nd  
Sales Engineer at Hikvision USA  
now • 🌐



CHARLOTTE, NC!!!! Come on out to ADI today to see what's great at Hikvision! We are here until 2PM to answer your technical and sales questions. Lunch will be provided at 12 so come on by!!!  
[#hikvision](#) [#adi](#) [#solarcamera](#) [#colorvu](#) [#acusense](#)



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Comment

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**Tony Yang** • 1st  
Vice President at Hikvision  
3h • 🌐



**Christopher Collins** • 2nd  
Sales Engineer at Hikvision USA  
4h • 🌐

CHARLOTTE, NC!!!! Come on out to ADI today to see what's great at Hikvision! We are here until 2PM to answer your technical and... see more



Greensboro, NC - December 2021



**Christopher Collins** • 2nd  
Sales Engineer at Hikvision USA  
4h • 🌐



GREENSBORO, NC!!! We are at ADI today displaying the innovative products of Hikvision! We will be here until 2PM to answer your technical and sales questions! #ADI #hikvision #colorvu #acusense #solarcamera



👍 5

### Reactions



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Las Vegas, Nevada - December 2021



Connor Coates • 2nd

Sales Engineer at Hikvision USA | NV, UT, ID |

58m •

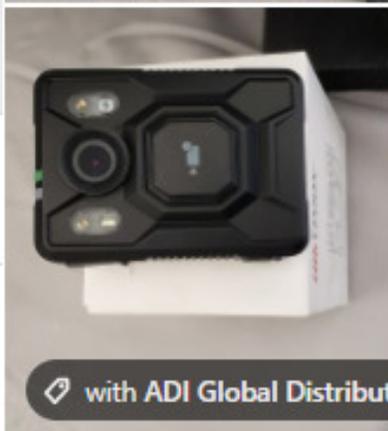
+ Follow ...

come down today to [ADI Global Distribution](#) Las Vegas to come see our new Solar Powered Camera! as well as our Body camera, ColorVu PT, Video Intercom and much much more!

We are also giving away a Network Thermal Camera! so come by and get your name on the sign in sheet for your chance to win!

[Stephen Litton](#) [II Tony Yang](#) [Alex Baird](#) [Sam Belbina](#) [John Xiao](#)

[#hikvision](#) [#cctv](#) [#accesscontrol](#) [#colorvu](#) [#solarpowered](#) [#solar](#) [#SeeFar](#) [#GoFurther](#)



with ADI Global Distribution

Greenville, SC - December 2021



**Tony Yang** • 2nd  
Vice President at Hikvision  
6d •



**Christopher Collins** • 2nd  
Sales Engineer at Hikvision USA  
6d •

Come by ADI-Norfolk Wire Greenville today between 10am to 2pm to check out the latest and greatest of Hikvision!!!



Like

Comment

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## Las Vegas, NV - December 2021

 John Xiao likes this

 **Connor Coates** • 2nd  
Sales Engineer at Hikvision USA | NV, UT, ID |  
3d • 

[+ Follow](#)

congratulations to Jason over at Gateway Fire and Security! He won an all new Network Thermal Camera at today's Counter day at [ADI Global Distribution](#) Las Vegas!

Did you miss your chance to sign up for the giveaway? No Worries! we will have more opportunities to win in the near future, just keep an eye out on my future posts 🙏!

Thank you to our partners at [ADI Global Distribution](#) for allowing us to come by and show off some of our latest and greatest technologies.

[Tony Yang](#) [John Xiao](#) [Stephen Litton II](#) [Sam Belbina](#)

